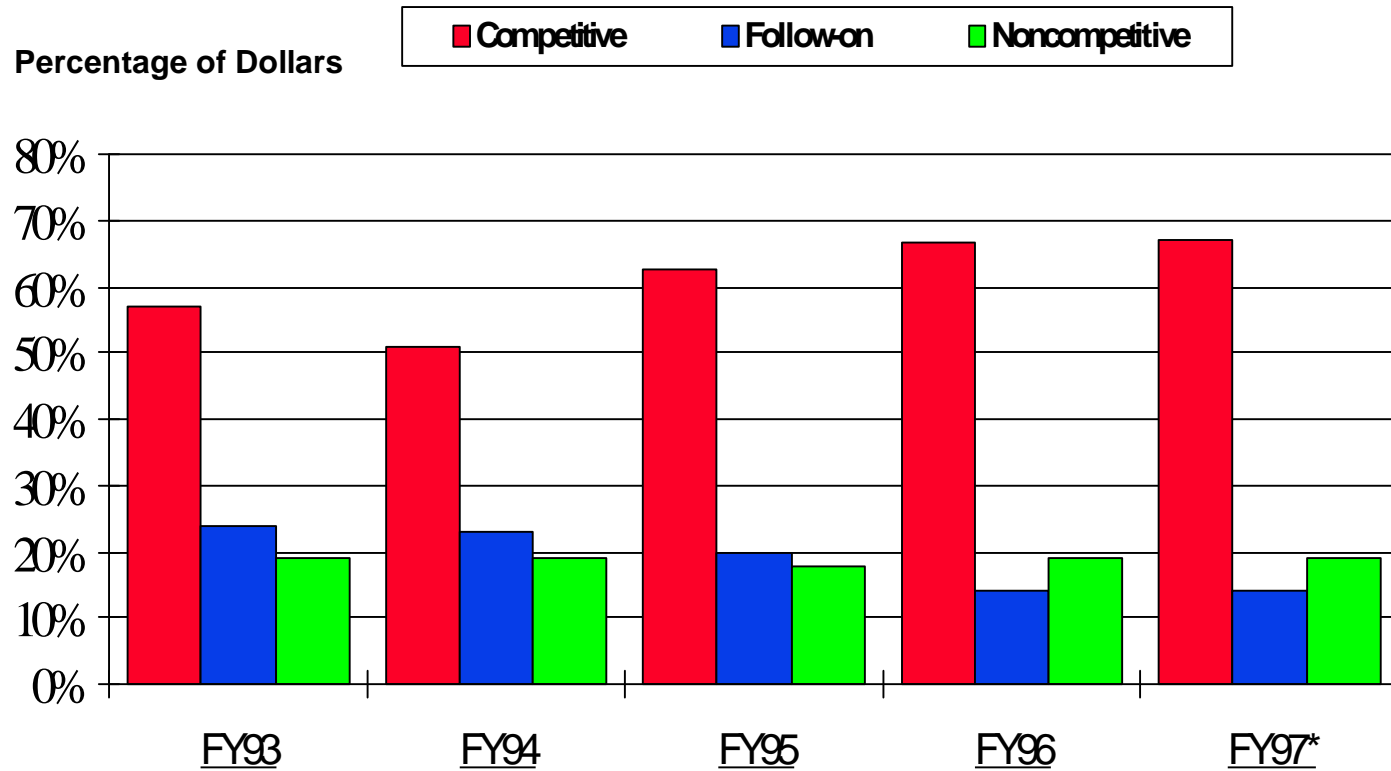


# AIR FORCE CONTRACT COMPETITION (DOLLARS)

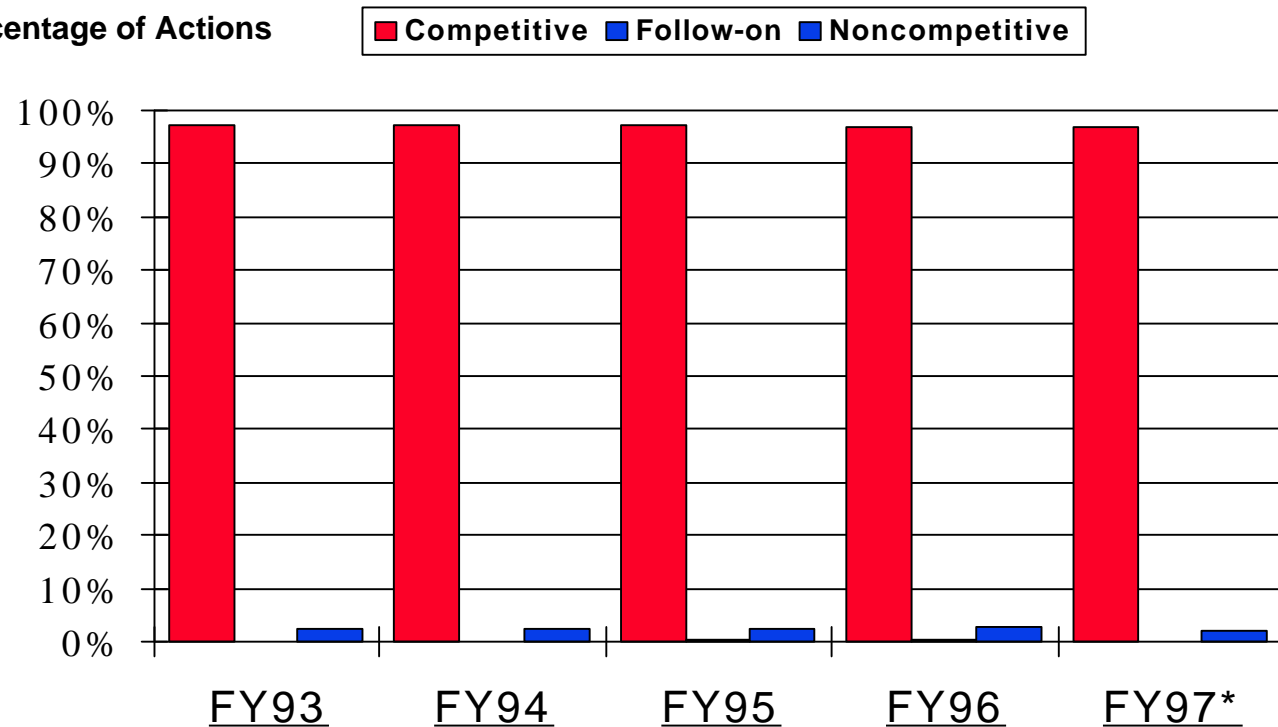


Total (Billions)	\$36.0	\$36.8	\$29.2	\$29.7	\$ 17.7
Competitive	57%	51%	63%	67%	67%
Follow-on	24%	23%	20%	14%	14%
Noncompetitive	19%	26%	17%	19%	19%

\* Data as of 31 Mar 97

# AIR FORCE CONTRACT COMPETITION (ACTIONS)

Percentage of Actions



Total Actions (Millions)	2.5760	2.2400	2.0374	1.5778	.4824
Competitive	97%	97%	97%	97%	97%
Follow-on	< 1%	< 1%	< 1%	< 1%	< 1%
Noncompetitive	3%	3%	3%	3%	2%

\* Data as of 31 Mar 97

# Air Force Competition Dollars

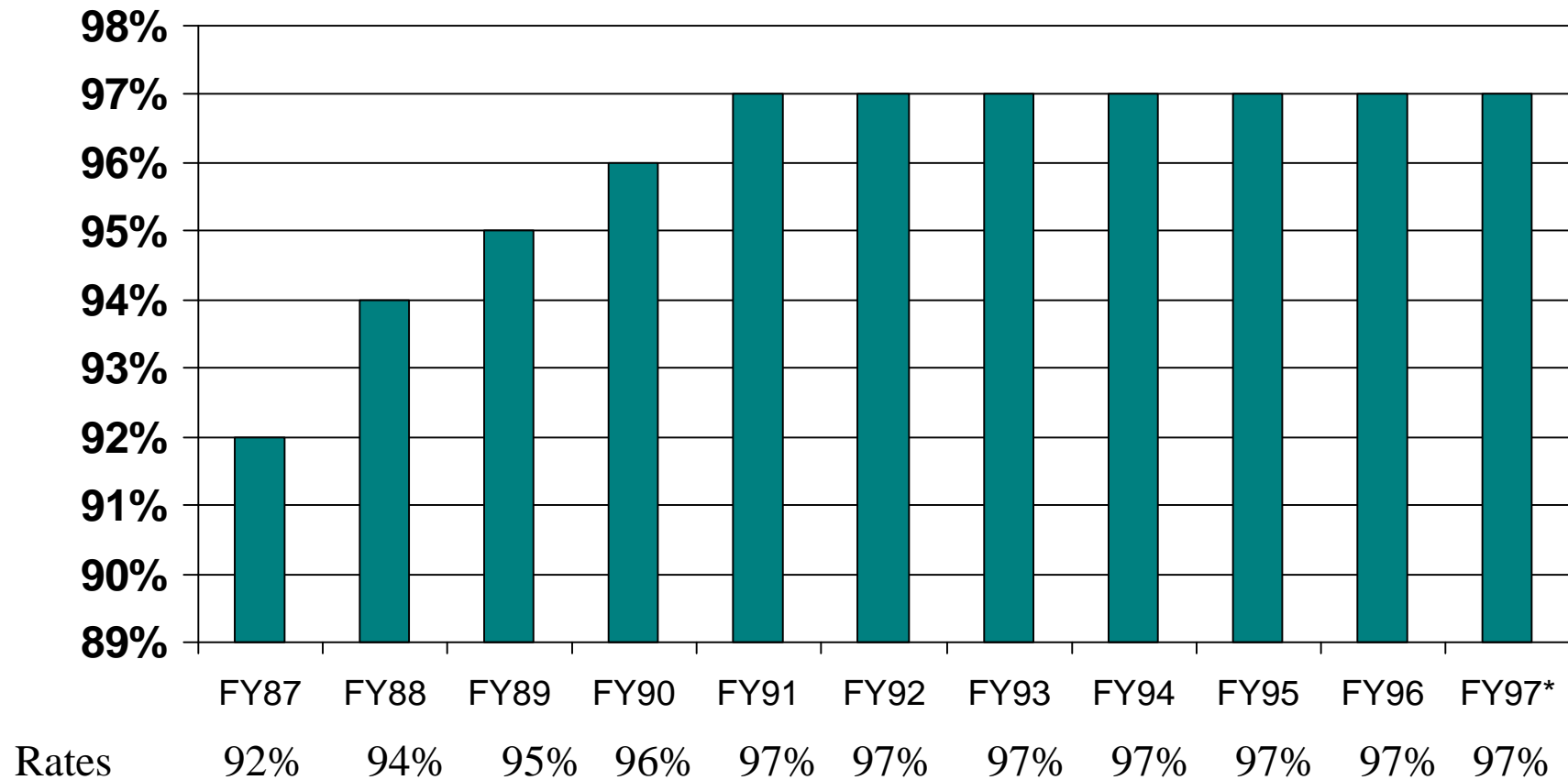
10 Year Trend



\* Data as of 31 Mar 97

# Air Force Competition Actions

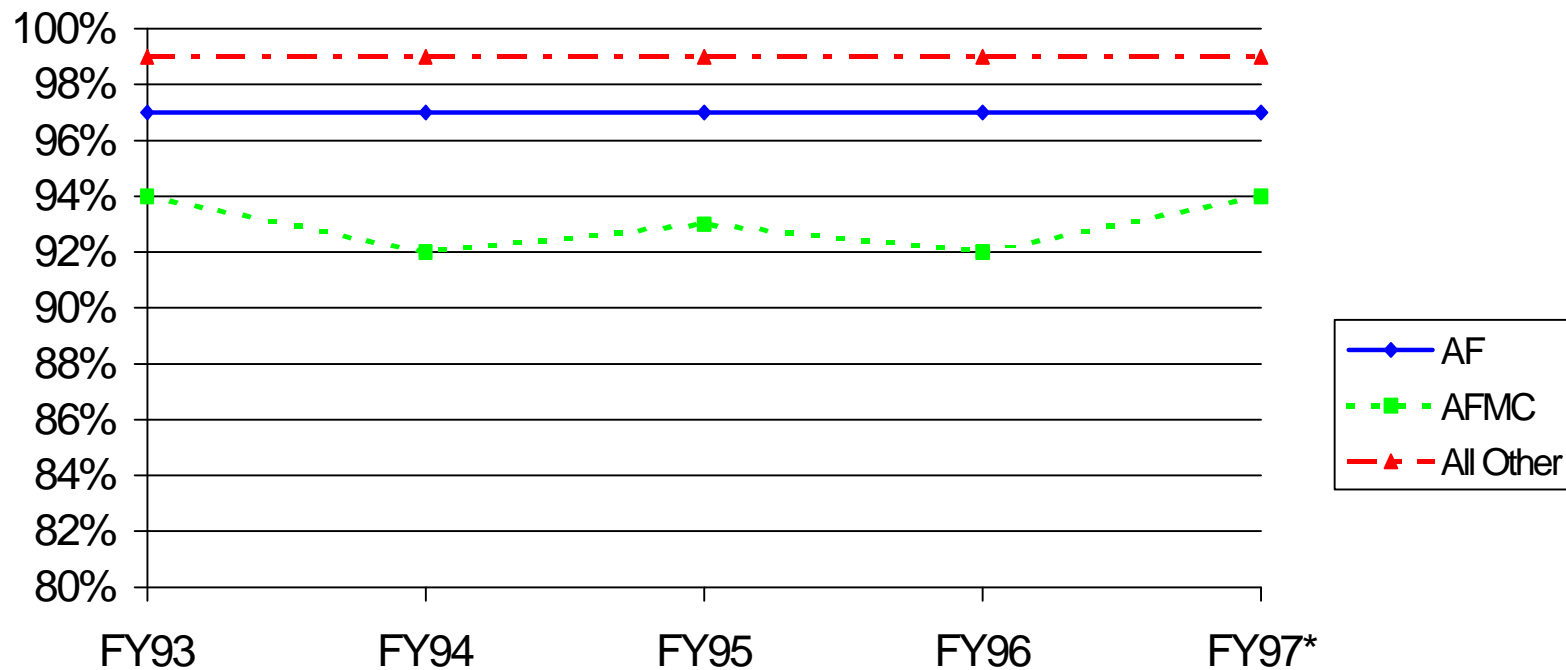
10 Year Trend



\* Data as of 31 Mar 97

# AF Competition Performance Trends

## ACTIONS

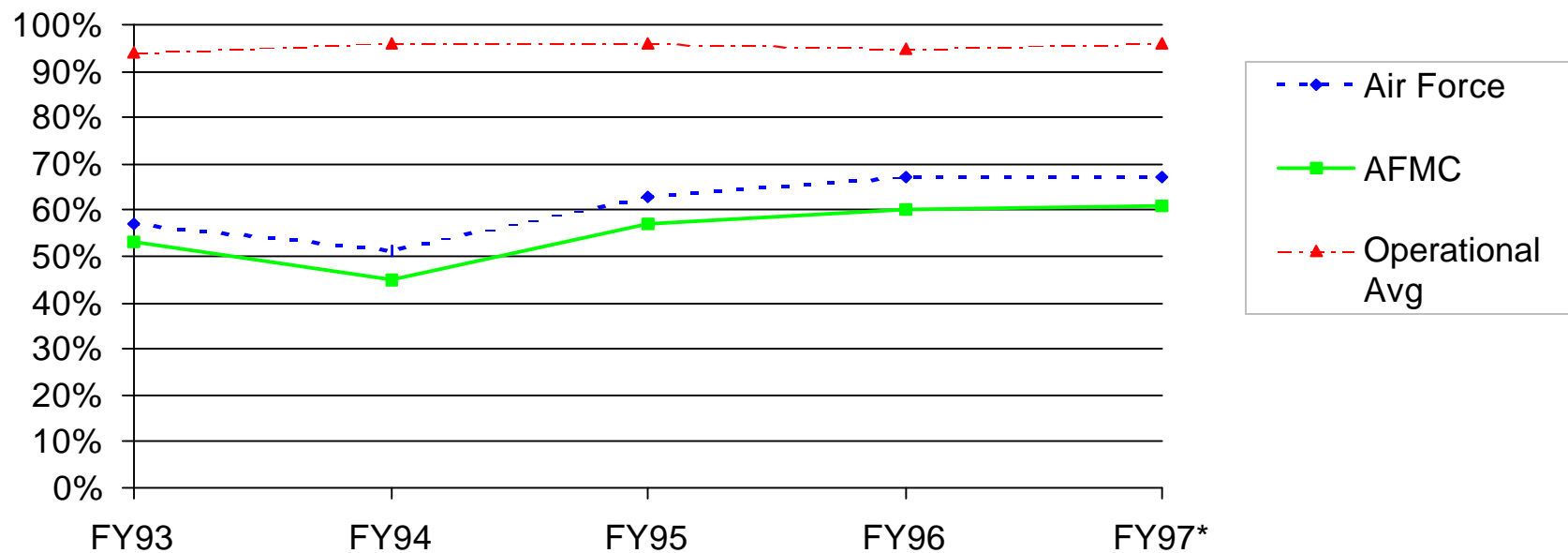


AF	97%	97%	97%	97%	97%
AFMC	91%	94%	92%	93%	94%
All Other	99%	99%	99%	99%	99%

\* Data as of 31 Mar 97

# AF Competition Performance Trends

• DOLLARS

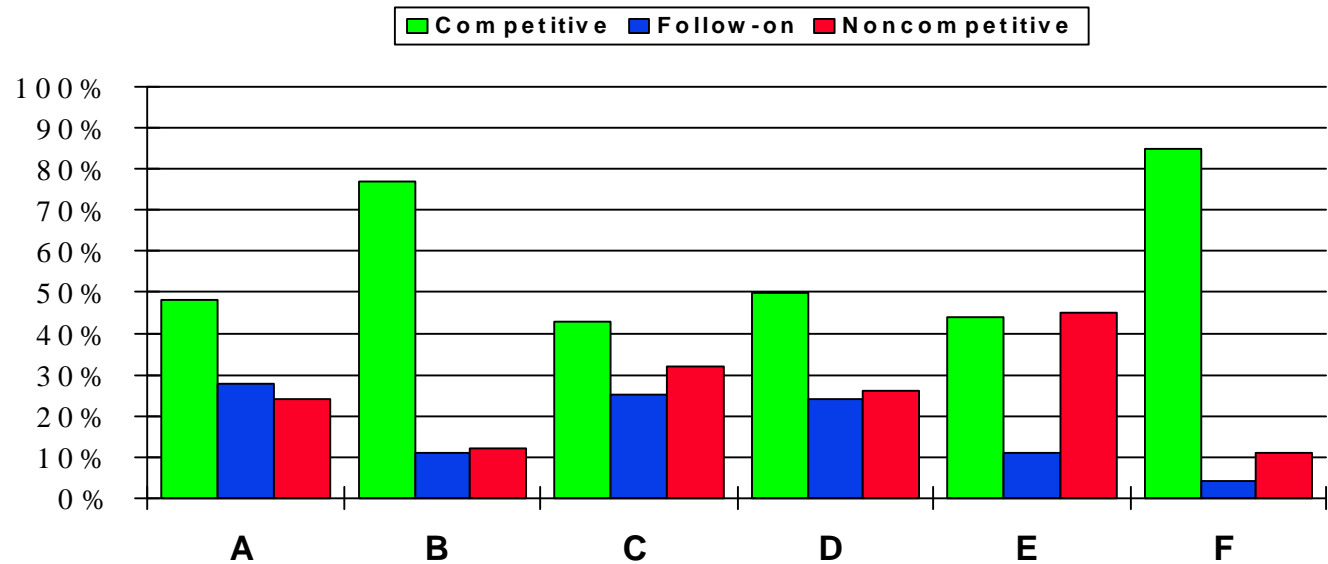


AF	FY93	57%	FY94	51%	FY95	63%	FY96	67%	FY97*	67%
AFMC	FY93	53%	FY94	45%	FY95	57%	FY96	60%	FY97*	61%
Other	FY93	94%	FY94	96%	FY95	96%	FY96	95%	FY97*	96%

\* Data as of 31 Mar 97

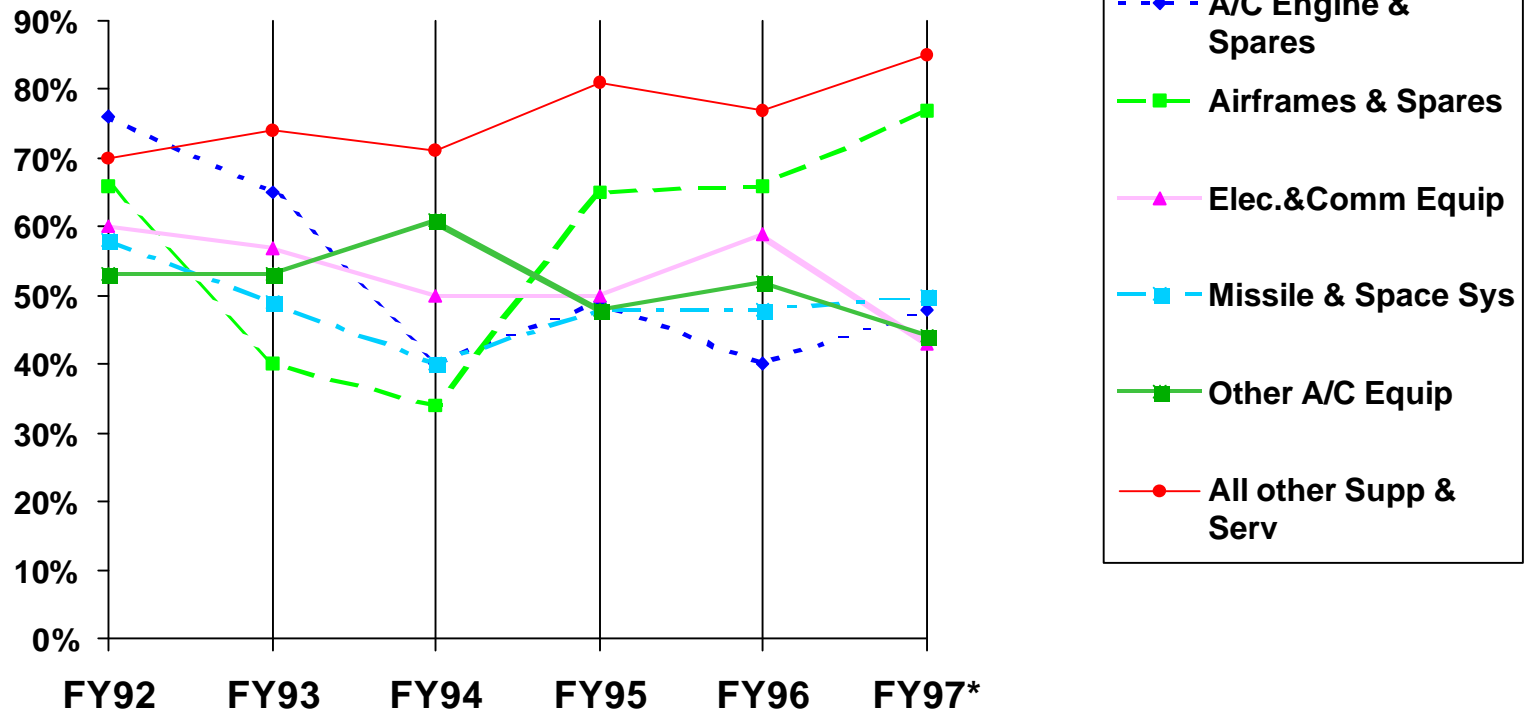
# AIR FORCE COMPETITION BY COMMODITY CATEGORY - AS OF 31 MAR 97

Percentage of FY97 Dollars Obligated



<u>CATEGORY</u>	<u>Total Dollars (Billions)</u>	<u>% of Total Dollars</u>	<u>Competitive %</u>	<u>Follow-on %</u>	<u>Non- Competitive %</u>
A. AIRCRAFT ENGINE & SPARES	\$1.0	6%	48%	28%	24 %
B. AIRFRAMES & SPARES	\$5.2	29%	77%	11%	12%
C. ELECTRONIC & COMM EQUIP	\$2.4	13%	43%	25%	32%
D. MISSILE & SPACE SYSTEMS	\$2.8	16%	50%	24%	26%
E. OTHER AIRCRAFT EQUIPMENT	\$1.0	6%	44%	11%	45%
F. ALL OTHER SUPPLIES & SERVICES	<u>\$5.3</u>	30%	85%	4%	11%
Total	\$17.7				

# AF Competition Trends - \$ Competitive

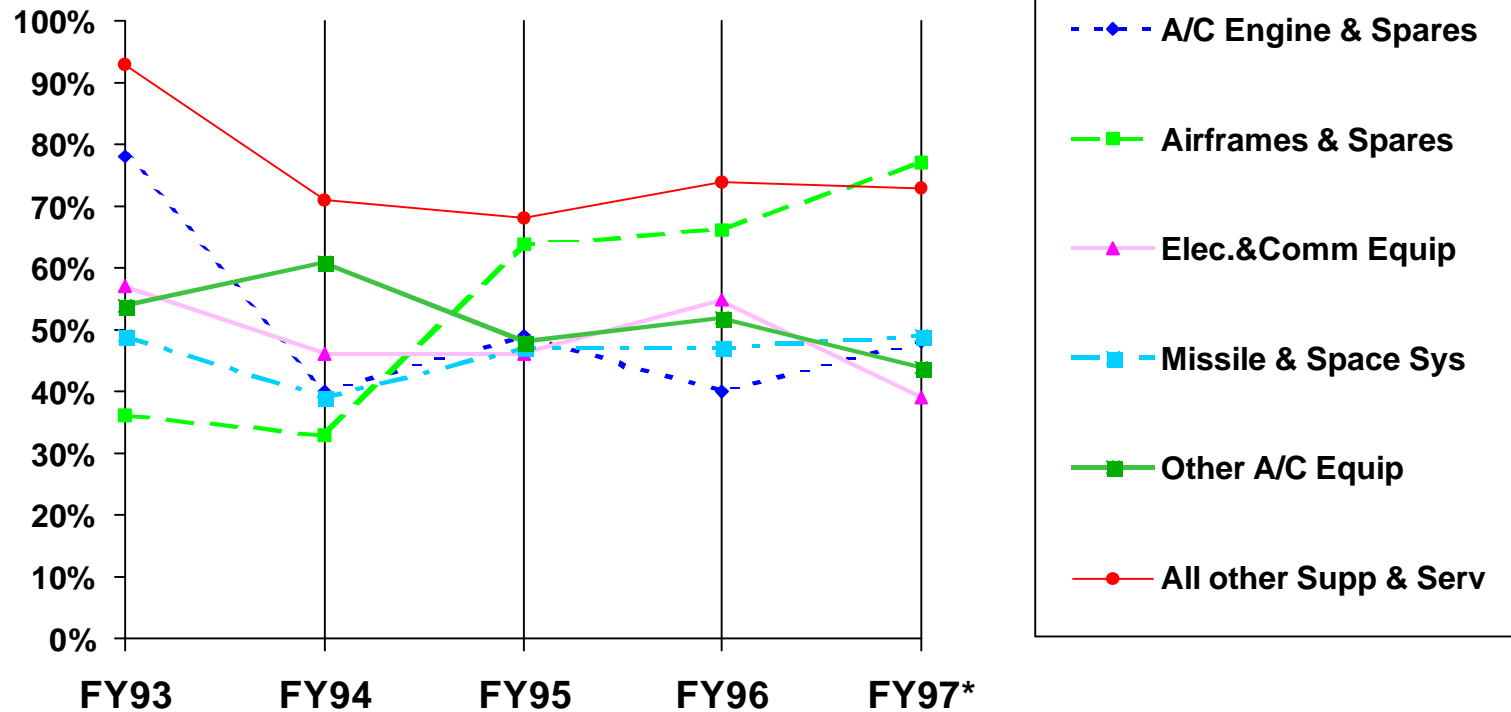


	FY92	FY93	FY94	FY95	FY96	FY97*
A/C Eng & Spares	76%	65%	40%	49%	40%	48%
Airframes & Spares	66%	40%	34%	65%	66%	77%
Elec & Comm Equip	60%	57%	50%	50%	59%	43%
Missile & Space Sys	58%	49%	40%	48%	48%	50%
Other A/C Equip	53%	53%	61%	48%	52%	44%
All other	70%	74%	71%	81%	77%	85%

\*Data as of 31 Mar 97



# AFMC Competition Trends - \$ Competitive



\*Data as of 31 Mar 97

# FY97 Goals and Performance

<u>MAJCOM</u>	<u>DOLLARS</u> *	<u>ACTIONS</u> *	<u>GOAL</u>
ACC	98%	99%	95%
USAFA	96%	98%	95%
AFSPC	95%	98%	95%
USAFE	98%	99%	95%
<b><i>AFMC</i></b>	<b>61%</b>	<b>94%</b>	<b>57%</b>
AETC	98%	99%	95%
11 CONS	89%	92%	67%
AFRES	94%	95%	95%
AFSOC	99%	99%	95%
AMC	99%	99%	95%
PACAF	87%	98%	95%
AIA	80%	91%	76%
<b>AIR FORCE TOTAL</b>	<b>67%</b>	<b>97%</b>	<b>64%</b>

\*Data as of 31 Mar 97